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# ADB virtual Business Opportunities Seminar

## Achieving Success: INTEGRATION's Experience with ADB Tenders

Nurshod Saidov  
Senior Project Manager



28.08.2024

# Agenda

1. Company Overview

2. Our experience in ADB-funded projects

3. Lessons learned for successful bidding

# About Us

## INTEGRATION environment & energy GmbH (INTee)

is a trusted developer of *integrated energy solutions* with leading development cooperation agencies.

**giz** **KfW**



## *Environment and Energy is in our DNA*

- We are a team of **versatile and resourceful** technical experts
- We create **approaches** in the frontiers of energy transition
- We **implement and co-generate** with partners and experts
- We provide **agile and quality** project management
- We build **meaningful connections** with integrity and humility



*INTee is an independent part of the INTEGRATION Consulting Group, portfolio and reference projects can be accessed [here](#)*

HQs. in **Graefenberg / Germany**  
established in **1998**

In total **300+** projects in **70** countries  
**>100** staff globally, permanent offices in Berlin (Germany), Islamabad (Pakistan), Samarkand (Uzbekistan)

**>8 Mio. €** of turnover in 2023

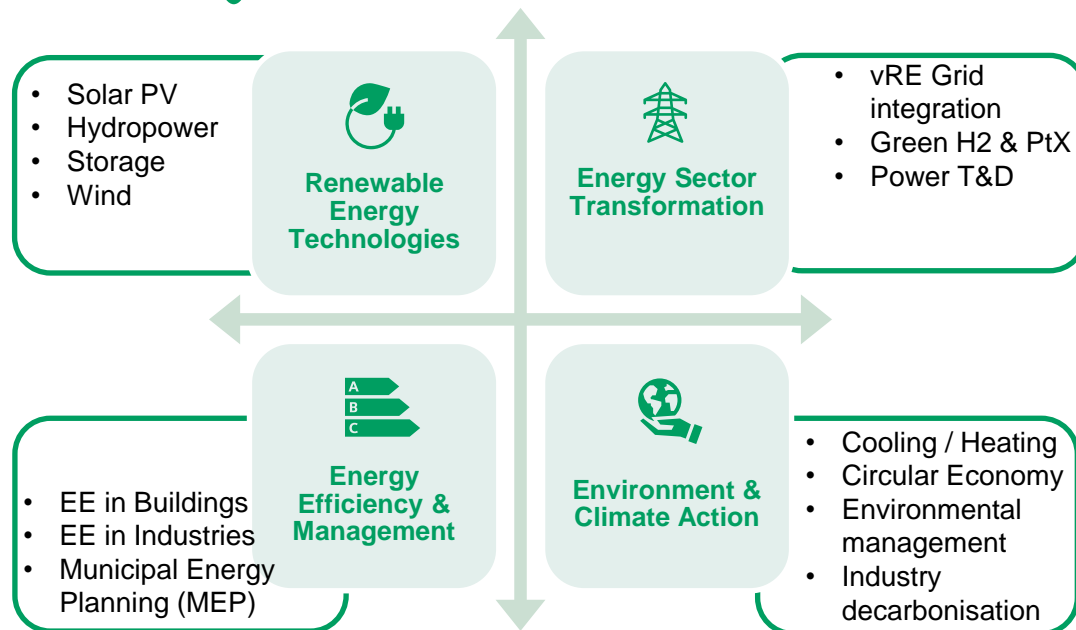
**>50** ongoing projects in 2024



## Types of Services

- Project development, engineering, Environment & Social Assessment, procurement & implementation supervision
- Energy Planning, policy and regulation, finance and due diligence, digital solutions, data management
- Capacity building, gender mainstreaming, knowledge transfer, communications support
- Programme level design, project management, institutional development, quality assurance, professional administration

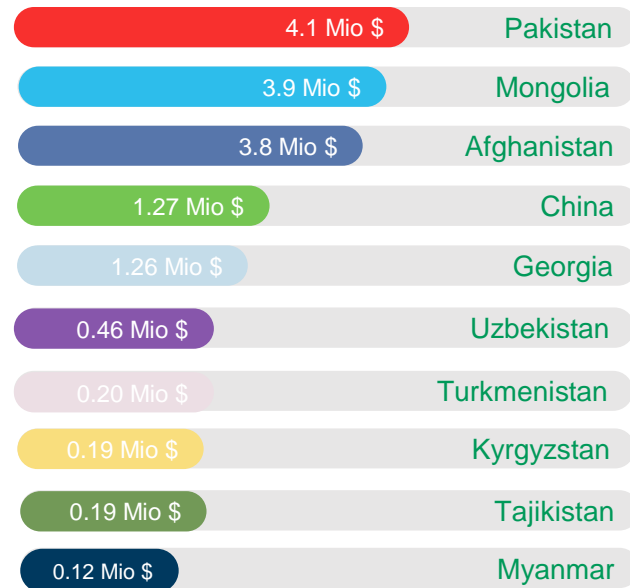
## Thematic areas of Services



# / Our Experience in ADB-funded projects



# INTEGRATION's Experience in Asian Development Bank funded projects



Number of projects (including ongoing assignments) – 20+

Overall budget over 15.49 Mio \$

# / Lessons learned for successful bidding



# Lessons learned for successful bidding

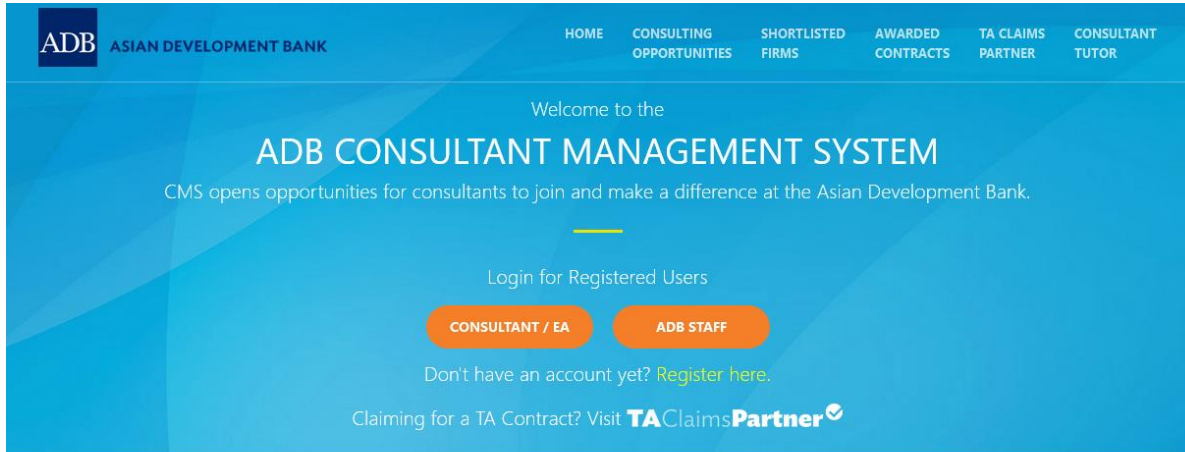
- **Frequent CMS-Screening** (new tenders, shortlists, awards)
- **Screening of ADB homepage** for specific projects or programs
- **Smart partner and personal selection**
- **Participation in business fairs** organized by ADB:
  - Business Opportunities Seminars (online/in-person)
  - ADB Business Opportunities Fair in Manila
  - ADB Annual Meeting
  - Road Shows organized by the ADB Procurement Team:

Frankfurt, Germany	16-17 September 2024
Zurich, Switzerland	19-20 September 2024
Madrid, Spain	23-24 September 2024

- ADB’s Knowledge Platform **Development Asia**
- **ADB Business Center** on LinkedIn
- **ADB Consultants Network** on LinkedIn
- **ADB Suppliers Network** on LinkedIn



# Frequent CMS-Screening



The screenshot shows the ADB Consultant Management System (CMS) homepage. At the top left is the ADB logo and the text "ASIAN DEVELOPMENT BANK". To the right is a navigation menu with links: HOME, CONSULTING OPPORTUNITIES, SHORTLISTED FIRMS, AWARDED CONTRACTS, TA CLAIMS PARTNER, and CONSULTANT TUTOR. The main content area has a blue background with the text "Welcome to the ADB CONSULTANT MANAGEMENT SYSTEM" and "CMS opens opportunities for consultants to join and make a difference at the Asian Development Bank." Below this is a "Login for Registered Users" section with two orange buttons: "CONSULTANT / EA" and "ADB STAFF". A link "Register here." is provided for users without accounts. At the bottom, it says "Claiming for a TA Contract? Visit **TAClaimsPartner** with a checkmark icon."



<https://cms.adb.org/>

# Web Page for Projects

## Projects & Tenders

**Projects**

Documents

Tenders

### Filter results

#### Country/Economy ▾

- Regional
- Afghanistan
- Armenia
- Azerbaijan
- Bangladesh
- Bhutan
- Brunei Darussalam
- Cambodia
- China
- East Asia & Pacific
- Europe & Central Asia
- India
- Indonesia
- Jordan
- Kyrgyz Republic
- Lao PDR
- Maldives
- Mongolia
- Myanmar
- Nepal
- North Macedonia
- Pakistan
- Philippines
- Samoa
- Southeast Asia
- Sri Lanka
- Tajikistan
- Thailand
- Timor-Leste
- Turkey
- Uzbekistan
- Viet Nam
- West Asia & North Africa
- World

#### Sectors ▾

- Agriculture, natural resources and rural development
- Education
- Energy
- Finance
- Health
- Health and social protection
- Industry and trade

Project data sheets for loans, grants, TAs



Results 1-20 of 11904

[RSS](#)

[Sort by ▾](#)

**Preparing the Babeldaob Island Urban Resilience Project (formerly Strengthening Urban Planning and Management)**  
55015-001; Palau

Status:  
**Proposed**

Approval Year:  
2026

**Resilient Amu Darya River Basin Sector Development Program**  
58028-001; Uzbekistan; Agriculture, natural resources and rural development

Status:  
**Proposed**

Approval Year:  
2025

**GMS Cross-Border Livestock Health and Value Chains Improvement Project**  
53240-001; Myanmar; Agriculture, natural resources and rural development

Status:  
**Proposed**

Approval Year:  
2025

**Climate-Resilient Water and Sanitation Services Project**  
57117-001; Uzbekistan; Water and other urban infrastructure and services

Status:  
**Proposed**

Approval Year:  
2025

**Fanga'uta Lagoon Bridge Project**  
53045-002; Tonga; Transport

Status:  
**Proposed**

Approval Year:  
2025

### Learn More About ADB Projects

[Project Glossary](#)

[Project Cycle](#)

[Project Design and Management](#)

[Access to Information](#)

[Statement of ADB's Sovereign Loans, 1968-2017](#)

### Related Documents

[All sovereign projects from 2005 onwards \(xls\)](#)

[Project Administration Instructions](#)

[Operations Manual](#)

<https://www.adb.org/projects>

# ADB Business Opportunities Fair

[Home](#) > [News and Events](#) > [Events](#) > [Calendar](#) > [12th Business Opportunities Fair 2024](#)

## 12th Business Opportunities Fair 2024

**12TH ASIAN DEVELOPMENT BANK  
BUSINESS OPPORTUNITIES FAIR 2024**  
9-10 OCTOBER 2024 | 9 A.M. to 5 P.M. | ADB HEADQUARTERS, MANILA



Event | 9 - 10 October 2024  
ADB Headquarters, Manila,  
Philippines, 9:00 a.m.–5:00 p.m.,  
Manila time (GMT+8)  
Read time: 3 mins

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


<https://www.adb.org/news/events/12th-business-opportunities-fair-2024>

# ADB's Knowledge Platform Development Asia

**DEVELOPMENT ASIA**  
An Initiative of Asian Development Bank

Finding  
Solutions  
Together

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## Trending Topics



Policy Brief

### Expanding Critical Minerals Supply Chains for the Clean Energy Transition

Identify investment opportunities, expedite reforms to improve business environment, support ESG standards, and forge strategic partnerships.



Insight

### Enhancing Renewable Energy Integration through Regional Cooperation

CAREC countries can benefit from cross-border frequency regulation to boost grid stability and reduce costs.



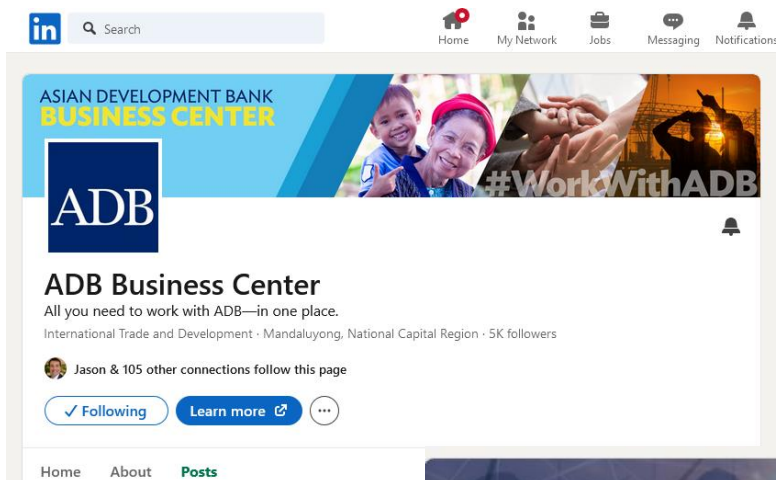
Insight

### Empowering Local Governments for Effective Disaster Management and Climate Resilience

Local governments need a combination of strategic policy reforms and capacity building to effectively perform faster risk reduction and management functions.

<https://development.asia/>

# Useful ADB-pages on LinkedIn



in Search

Home My Network Jobs Messaging Notifications

ASIAN DEVELOPMENT BANK  
**BUSINESS CENTER**

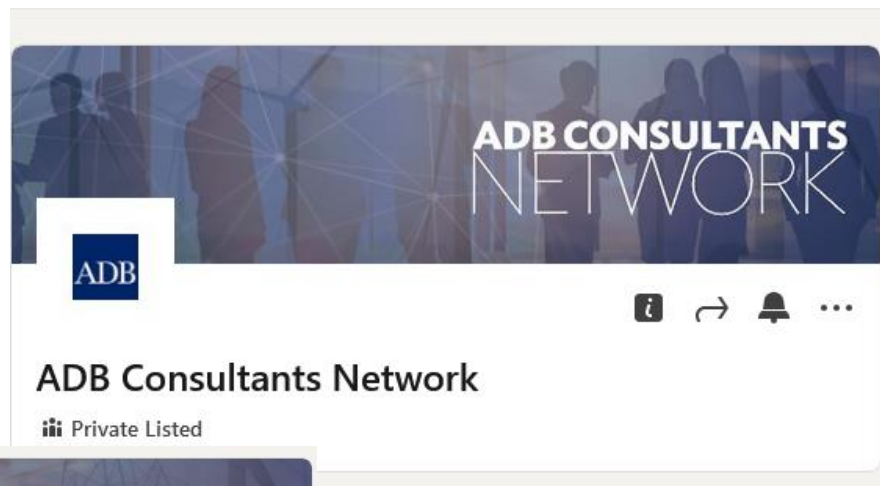
**ADB**

**ADB Business Center**  
All you need to work with ADB—in one place.  
International Trade and Development · Mandaluyong, National Capital Region · 5K followers

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**ADB**

**ADB CONSULTANTS NETWORK**

Private Listed



**ADB**

**ADB SUPPLIERS NETWORK**

Private Listed

1,690 members

Join

# THANK YOU!

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